

Message Text

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PAGE 01 STATE 101328
ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/OED/MEPD/JPHILBRICK/LW
APPROVED BY EB/OCA/CD:EMSACCHET
COM/OED/MEPD/LENGLESON
OM/OED/MEPD/SMCONGER, DIR.
STATE/AF/W/RKOTT(INFO)
OM/OIM/RBIDDLE (INFO)

-----108031 201833Z /47

P 201804Z APR 78
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS PRIORITY

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E.O. 11652: N/A

TAGS: BENC, NI

SUBJECT: MAJOR PROJECT: ABESAN NEW TOWN

REF: LAGOS 4720

1. MAJOR EXPORT PROJECTS DIVISION USDOC CONTACTED ALL
THREE U.S. FIRMS.

(A) LEVITT IS DISTRESSED AT FACT THAT NOW THAT EMBASSY HAS
LEARNED THAT FHA HAS NOT CLOSED DEADLINE THERE ARE STILL
ONLY 14 DAYS FROM DATE OF EMBASSY CABLE AND ONLY 12 DAYS
FROM MEPD NOTIFICATION UNTIL LAST WORKING DAY IN APRIL.
THIS WILL NOT ALLOW FIRM TO MAKE PROPOSAL AND DELIVER
WITH OUT DROPPING ALL ELSE. ALSO FIRM IS NOT SANGUINE
ABOUT WORKING IN NIGERIA IN GENERAL.

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PAGE 02 STATE 101328

(B) RECENTLY MEPD HAS OBSERVED THAT STARCRETE'S PHONES ARE

BEING ANSWERED BY ANOTHER BUSINESS OFFICE AND THAT OFFICE
VOLUNTEERED THE INFORMATION THAT THE FACTORY IS CLOSED SO
MEPD COULD NOT PHONE STARCRETE PERSONNEL THERE. OTHER
INDUSTRY RUMORS ARE CIRCULATING WHICH LEAD MEPD TO BELIEVE
THAT STARCRETE WILL NOT BE ABLE TO MAKE PROPOSAL.

NEVERTHELESS A PHONE MESSAGE HAS BEEN LEFT.

(C) HAINES LUNDBERG AND WAEHLER ALSO CONCERNED THAT EVEN WITH ALL THIS DELAY THE FACT THAT EMBASSY WAS NOT ABLE TO SEE FHA OFFICIALS MEANS THAT WORK ON PROPOSALS WAS NOT GOING FORWARD AND THERE IS STILL NOT ENOUGH TIME. HOWEVER, HLW HAS NOT GIVEN UP. ITS PROPOSAL, IF IT DEVELOPS, WILL INCORPORATE AN ITALIAN CONSTRUCTION FIRM AND FINANCING FROM BOTH U.S. AND U.K. SOURCES.

2. BACKGROUND ON HLW - COMMERCIAL REPORTING AGENCY HAS BEEN CONTACTED - WILL TRANSMIT DATA WHEN RECEIVED. FIRM'S BROCHURES SHOW 205 EMPLOYEES, ESTABLISHED 1885 UNDER A DIFFERENT NAME, USES NAME HLW INTERNATIONAL FOR OVERSEAS WORK, A GREAT DEAL OF WORK (MEDICAL CENTERS AND HOUSING) FOR ARAMCO IN SAUDI ARABIA AND THE AMERICAN UNIVERSITY OF BEIRUT MEDICAL CENTER. HLW WAS SELECTED BY FORD FOUNDATION AND ROCKEFELLER FOUNDATION TO PROVIDE COMPLETE ARCHITECTURAL AND ENGINEERING SERVICES FOR THE INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE, IBADAN. CHRISTOPHER

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 20 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE101328
Document Source: CORE
Document Unique ID: 00
Drafter: OED/MEPD/JPHILBRICK/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780169-0664
Format: TEL
From: STATE
Handling Restrictions:
Image Path:
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Legacy Key: link1978/newtext/t19780434/aaaabcmx.tel
Line Count: 84
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 185779aa-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: ONLY
Reference: 78 LAGOS 4720
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2900522
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: ABESAN NEW TOWN
TAGS: BENC, NI
To: LAGOS
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/185779aa-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014